

## US EXECUTIVE APPROVAL FORM

**CUSTOMER NAME:** PepsiCo - 9/9/03

**PARTNER/VAD NAME:**

**SECTION I - Approval Requests:**

**HQAPP Request:**

1. Price Hold: 70% for 5 years on HR Suite products included as part of this up front deal: HR, Self Service HR, Payroll, Advanced Benefits, HR Intelligence, iRecruitment, Training Admin, and iLearning. Minimum purchase = \$25K.

**TIER 1 Request:**

1. 70% discount on HR Suite perpetual licenses including: HR, Self Service HR, Payroll, Advanced Benefits, HR Intelligence, iRecruitment, Training Admin, and iLearning.

**TIER 2/3 Requests:**

N/A

**Previously approved requests within same quarter for same deal (include date of approval):**

N/A

**SECTION II - Deal Summary:**

Deal Summary (modify as deal changes to reflect your worse case)	
Product Mix:	Initial Purchase = 34,200 HR, 34,200 Self Service HR, 30,700 Payroll, 4900 Advanced Benefits, 4900 HR Intelligence, 600 iRecruitment, 600 Training Admin, 600 iLearning
License Discount	70% (ebiz + 45%) 20% beyond the 50% contractual
Support Discount	70% (ebiz + 45%)
Comp & Admin Discount	-
Phased Implementation for Comp & Admin?	-
Support Options/Holds	Updates and Product Support / None
Price Holds	70% for 5 years on HR Suite products in up front deal; minimum purchase = \$25K
List License	\$5,133,500
List Support	\$1,129,370
List Comp & Admin	-
Net License	\$1,540,050
Net Support	\$ 338,811
Net Comp & Admin	-
Net Price	\$1,878,861
Price List Used (specific date)	Aug. 26, 2003

v.1



Page 1

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Migrations	
Does deal include migration (y/n)	N/A
Discount on migrated licenses	N/A
Migration support - before	N/A
Migration support - after	N/A

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	At least a 27% off of current price list for new products, at least 50% discount off of 1999 price of products that existed in 1999
Date of Price List for price hold	January 1999
When does price hold expire?	May 24, 2004
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	All products (new since 1999 = at least a 27%, existing in 1999 = at least a 50%)
Name of Agreement if applicable	PepsiCo SLISA 18 - May 24, 1999

**SECTION III - Justification:**

- PepsiCo is a strategic customer and is looking to Oracle to provide strategic incentives and to work with them to build out a strategic standard for IT.
- PepsiCo HQ is requiring a standard to be set for International HR and is going through a formal RFP sent to Peoplesoft and Oracle.
- Peoplesoft is the incumbent in North America and has been in production for 10 years. They are the favoured solution but can be beat by price and a strong message of integration with our Financials (in production).
- Peoplesoft is offering tremendous discounts on both license and annual support/maint. We require a 70% discount to remain competitive on price.
- If we can win this business, we limit Peoplesoft to the North American business only and corner them into only HR for North America.
- If we can win this business, we also show PepsiCo that we are serious about doing the right thing to win their business.
- PEOPLESOFT WILL WIN THIS DEAL IF WE CANNOT OFFER THIS DISCOUNT.
- The 3-5 year deal (assuming the 70% price hold for that period) will be an additional \$1.6m USD License and \$352k additional annual support/maintenance.

Recommendation: (leave blank for HQAPP to fill out)

Submitted By: *Brandy Smith / Lisa Pope*  
Field RM name if submitted by OracleDirect:

R: (leave blank for HQAPP to fill out)

C:  
L:  
A:  
BP:

\*\*\*\*\*  
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

**SECTION IV – Computer and Admin Services:**  
*(Delete this section if not applicable)*

If Computer and Administration Services or Administration Services are being ordered please provide information below:

Does this deal include Phased Implementation?	
License minimums met at each implementation phase?	
Is customer purchasing the Ebusiness Suite? If so what is the total employee population?	
Is the 20% rule met in each phase?	
Is the 10% professional user rule met in each phase?	
Computer and Administration or Administration Services hosting minimums met at each implementation phase? (\$6,000 monthly for C&A and \$4,000 monthly for Admin for EBSO only (\$6,000 monthly for C&A for Collaboration Suite) (\$12,000 monthly for C&A for EBSO and OTO and \$8,000 monthly for Admin only for EBSO and OTO) Example: A customer wishes to purchase Computer and Administration Services for 9i and Financials. The net annual fees for 9i are \$65K and the net annual fees for Financials are \$100K. An incremental fee is not required since the total fees of \$165K are greater than the \$144K annual minimum Note: If a customer is purchasing a database/as license simply to be in compliance with E-Business Suite requirements (e.g. they are making modifications), they must purchase Outsourcing for the database/as as well as the E-Business Suite application, but this is not considered Technology Outsourcing and they only need to meet the E-Business Suite minimums of \$48,000 for Administration Services only and \$72,000 for Computer and Administration Services. On the other hand, if the customer is specifically implementing 9iAS/9i functionality such as Portal or Data Warehouse in addition to E-Business Suite, that is considered Technology Outsourcing and the customer must meet the minimums for both Technology and E-Business Suite Outsourcing. Thus, the minimums would be \$96,000 for Administration Services only and \$144,000 for Computer and Administration Services. The customer must be in compliance with database licensing requirements	
Does this deal have a subset of users?	
What is the entire License set? What is the justification for a subset?	
Standard Ordering Document Terms?	
Standard pricing?	
Is Customer using the Certified Configuration (applies to Admin only)?	
Administration Services or Computer and Administration Services:	
Applications or Technology or both:	
Customer email address (required):	
Service Implementer (required):	
For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)	CSI Number _____ Original License Agreement _____ Original Order Entry No. _____ Date of Original License Purchase _____
Are additional users being purchased for applications that are already hosted?	
Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted?	
Are any self-service apps for use outside the firewall being purchased?	
Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)?	
Is customer purchasing an iLearning Subscription?	

**SECTION V – Ordering Document Details****Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note:** All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	
Opportunity I.D. (OSO Number):	
Is this a ship order?	Yes No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	
Is this deal the result of a compliance issue that LMS has been involved in?	Yes No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	Yes (specify non-supported license type and eBusiness license type used to determine conversion) No
Quote Valid Through (insert date):	
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	Yes No
If yes, specify payment type:	Applications Affiliate Fee ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	Yes No
PREMIUM SERVICES:	Yes No
INCIDENT PACKS:	Yes No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	Yes No
Payment Terms:	Net 30 Other (Specify)
Referenced Agreement:	New OLSA Other (Specify)

Customer and Administrative Information – all fields must be filled in	
<b>Customer's EXACT Legal Name:</b>	
Business Address:	
City / State / Zip:	
Customer Contract Admin:	
Phone #:	
Fax #:	
E-mail ID:	
<b>Billing Contact:</b>	
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt
<b>Shipping Contact:</b>	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
<b>Technical Support Contact:</b>	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
<b>Partner Name (Indirect):</b>	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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**PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)**

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

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Applications		
Will applications be modified:	Yes	No
Will users be accessing modified Apps from the web:	Yes	No
Have all prerequisites been included:	Yes	No
Will users use Fast Forward RPM:	Yes	No
Will applications be hosted:	Yes	No
Indicate database that Apps will run on:		
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	
Technology Sales Manager	
Account Manager	
OracleDirect Rep	
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____ Yes (if yes, list all appropriate reps) ____ No
Requester:	Name: _____ Business Telephone: _____ Cell Phone: _____